



# EDELMAN FINANCIAL ENGINES

We believe everyone deserves to move their financial life forward.

## WHO WE ARE

We're one of America's top independent wealth planning and workplace investment advisory firms, serving 1.3 million clients.

## WHAT WE DO

Our unique combination of high-tech and high-touch services helps our clients make better financial decisions during life's biggest moments.

## HOW WE HELP

Our firm and our financial planners are committed to always acting in the best interests of our clients.

## WE HELP CLIENTS PLAN THROUGH EVERY STAGE OF LIFE

No matter where an individual is on their financial journey, our expert team, patented technology and full suite of services can help them transition from one financial moment to the next.



## WEALTH MANAGEMENT SERVICES

We deliver straightforward wealth planning and investment advice to help individuals and families connect the dots between key parts of their financial lives in order to help build, grow, protect and preserve their wealth.



Financial Planning	Retirement Planning
Investment Management	Estate Planning
Insurance Guidance	Tax Planning

## EMPLOYER SERVICES

Through many of the nation's leading employers, we offer an integrated suite of personalized financial solutions to support employees and plan participants across their major life events and milestones – from their first paycheck all the way through retirement – which are the times they need help the most.



Retirement Readiness	Life's Financial Moments
Everyday Wealth and Wellness	Diverse Employee Needs

## BY THE NUMBERS

We were founded on the belief that all investors deserve access to personal, integrated financial planning and investment advice. This has helped us become an industry leader.

<b>1.3M</b> Clients	<b>720+</b> Advisors, Planners, Analysts and Associates	<b>1,500</b> Employees	<b>145+</b> Planner Locations
<b>\$271B</b> Assets Under Management	<b>10.4M</b> Plan Participants	<b>690+</b> Plan Sponsors	<b>102</b> FORTUNE 500 Plan Sponsor Clients

## INDUSTRY LEADERSHIP

### #1 INDEPENDENT FINANCIAL ADVISORY FIRM 2018, 2019, 2020, 2021, 2022, 2023

Awarded each September (2018-2023) by *Barron's*, based on data within a 12-month period.

# #1

### MANAGED ACCOUNT PROVIDER FOR DEFINED CONTRIBUTION PLANS

Listing published 1Q 2024 and is based on Dec. 31, 2023 Defined Contribution managed account providers data gathered by Cerulli Associates

## EXECUTIVE TEAM



**JAY SHAH**  
Chief Executive  
Officer



**KELLY O'DONNELL**  
President,  
Employer Solutions



**MEGAN HANLEY**  
EVP, Chief  
Marketing Officer



**SUZANNE VAN  
STAVEREN**  
EVP, Chief Financial  
Officer and Chief  
Operating Officer



**TOM KIMBERLY**  
EVP, Chief Product  
and Technology  
Officer



**NEIL GILFEDDER**  
EVP, Chief Investment  
Officer



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Clients, AUM, Plan Participants, Sponsor, Advisors, Planners, Analysts and Associates data as of Dec. 31, 2023. Employee and Planner Location data as of Dec. 31, 2023.

The *Barron's* 2023 Top 100 RIA Firms list, an eight-year annual ranking of independent advisory firms, is qualitative and quantitative, including assets managed by the firms, technology spending, staff diversity, succession planning and other metrics. Firms elect to participate but do not pay to be included in the ranking. Investor experience and returns are not considered. The 2018 ranking refers to Edelman Financial Services, LLC, which combined its advisory business in its entirety with Financial Engines Advisors L.L.C. (FEA) in November 2018. For the same survey, FEA received a precombination ranking of 12th.

According to the Cerulli Associates Top-Nine Managed Account Sponsors by DC Assets survey of Defined Contribution managed account providers, The Cerulli Edge – U.S. Retirement Edition, 1Q 2024, Issue #70, Edelman Financial Engines is the largest managed account provider by DC assets and market share as of Dec. 31, 2023.

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